

DoMORE[®]

**CAJUN
RENAISSANCE
MAN TACKLES
PROJECTS IN
THE BAYOU**

PAGE 6



CONTENTS



Winter 2020 | Vol. 10, No. 1 | DoosanEquipment.com

3 NEW PRODUCTS

6 ALLIGATOR FARMING

Jerry Savoie dredges ponds and performs construction projects at his alligator farm near Cut Off, Louisiana

9 WOOD BUSINESS

A chance encounter leads a southern Illinois sawmill owner to a new product line

12 AWA CONTRACTING

Longtime Florida business owner makes the move to Doosan equipment

16 BUILDING YOUR NICHE

St. Louis recycler finds his specialty and expands his business with a Doosan material handler

19 MINE CONSTRUCTION EXPERTS

Arizona mining industry's go-to contractor is Native Environmental



ON THE COVER

Jerry Savoie maintains his alligator farm with the help of a Doosan DX300LC-5 super-long-reach excavator.



DOOSAN WEB GUIDE

Visit DoosanEquipment.com to find the latest product specifications for Doosan equipment. To subscribe or update your subscription, go to DoosanEquipment.com/DMupdate

SPECIAL OFFERS

DoosanEquipment.com/offers

READ PAST ISSUES OF DoMORE MAGAZINE

DoosanEquipment.com/DoMORE

REQUEST A BROCHURE

DoosanEquipment.com/brochure

REQUEST A DEMO

DoosanEquipment.com/demo

SOCIAL MEDIA



[Facebook.com/doosanequipment](https://www.facebook.com/doosanequipment)



[Twitter.com/discoverdoosan](https://twitter.com/discoverdoosan)



[Instagram.com/doosanequipment](https://www.instagram.com/doosanequipment)



[YouTube.com/doosanconstruction](https://www.youtube.com/doosanconstruction)



[DoosanEquipment.com/LinkedIn](https://www.linkedin.com/company/doosan)

DoMORE® magazine is distributed by your local Doosan dealer as a complimentary publication throughout the United States and Canada. It is published twice a year by Doosan. Produced for Doosan by Two Rivers Marketing. Editorial correspondence should be directed to:

DoMORE Magazine 106 E. 6th St. | Des Moines, IA 50309-1951
Email: DoMORE@doosan.com

Doosan and the Doosan logo are registered trademarks of Doosan Corp. in the United States and various other countries around the world. ©2019 Doosan Infracore North America, LLC. All rights reserved.

DOOSAN

INTRODUCING THE DOOSAN DX170LC-5 CRAWLER EXCAVATOR

CONSTRUCTION
EQUIPMENT
Top **100**
new products 2019

RIGHT-SIZED FOR MORE ECONOMICAL TRANSPORT

New from Doosan: an easy-to-transport crawler excavator that's ideal for light excavation such as large landscaping projects and digging residential basements or commercial building footings.

ELIMINATE THE NEED FOR SPECIAL TRANSPORT PERMIT

No special permit, no extra vehicle. The width of the Doosan® DX170LC-5 allows it to fit on a deck-over trailer. The combined weight of the DX170LC-5, trailer and class 7 towing vehicle is less than the 80,000 GVWR (gross vehicle weight rating) limit.

MEDIUM FOOTPRINT, EXTRA-LARGE PRODUCTIVITY

Don't let the more compact size fool you. The new Doosan crawler excavator is strong enough to handle all your excavating needs.

COMFORT THAT DRIVES PRODUCTIVITY

World-class cabins combine superior operator comfort, extra visibility and low noise levels to maximize operator productivity and overall safety.

DX170LC-5

Operating weight: 38,376 lb.

Engine (net): 127 hp

Boom length: 16 ft. 9 in.

Arm length: 8 ft. 2 in.

Max. reach (ground level):
28 ft. 10 in.

Max. digging depth: 20 ft.



Talk with your Doosan dealer for more information about the new, easier-to-transport DX170LC-5 crawler excavator, or visit DoosanEquipment.com and click on Crawler Excavators.

EXCAVATOR LINEUP GETS BIGGER WITH SOME POWERFUL MINI ADDITIONS

NEW DOOSAN MINI EXCAVATORS – PLENTY OF POWER, A SMALL FOOTPRINT AND MORE MANEUVERABILITY ALL ADD UP TO EXCEPTIONAL PRODUCTIVITY.

With the addition of three new mini excavators – DX35-5, DX42-5 and DX50-5 – Doosan now offers one of the most comprehensive excavator lineups in the industry, ranging from 3.5 tons to 50 tons. And although they're smaller, these new mini excavators offer the same swagger and strength as their bigger counterparts.

POWERFUL

Three new models complement the larger DX63-3 and DX85R-3 mini excavators to provide exceptional performance in a compact size. These machines are designed for all-day productivity on your construction and landscaping jobsites. Choose between a standard arm for the most digging power or a long-arm option for more reach and dig depth. All three models come standard with a blade for backfilling tasks. An angle blade is available as an option for enhanced efficiency to create slopes and swales.

COMFORTABLE

Doosan mini excavators come standard with an enclosed cab, including heat and air conditioning, or an optional canopy configuration. Both configurations allow for excellent all-around visibility, especially to the excavator's attachment. A standard suspension seat provides all-day comfort, while a strategically positioned deluxe instrument panel delivers valuable machine information to operators. A standard keyless start system helps reduce unauthorized machine use and prevent theft.



DX35-5

Don't let its size fool you. This powerful mini offers a Zero Tail Swing design for working in congested sites or close to objects or buildings.

Horsepower: 33.5 hp

Tier 4-compliant diesel

Operating weight: 8,193 lb.

Bucket breakout force: 6,968 lbf.

Maximum dig depth (with standard arm): 10 ft. 3 in.

Width: 69 in.

Tail swing overhang: 0 in.



DX42-5

This conventional tail swing machine features excellent bucket breakout force along with superior dig depth and reach. Its relatively narrow width for a machine this size allows for navigation through doorways, gates and other obstacles.

Horsepower: 42.7 hp

Tier 4-compliant diesel

Operating weight: 9,555 lb.

Bucket breakout force: 9,183 lbf.

Maximum dig depth (with standard arm): 10 ft. 6 in.

Width: 69 in.

Tail swing overhang: 17 in.



CONSTRUCTION
EQUIPMENT
Top 100
new products 2019



DX50-5

This minimal tail swing machine features a scant half-inch tail overhang. The 4- to 5-ton size class model enables customers to operate in tight spaces with superior digging performance.

Horsepower: 49.8 hp
Tier 4-compliant diesel

Operating weight: 10,986 lb.

Bucket breakout force: 8,977 lbf.

Maximum dig depth (with standard arm): 11 ft. 7 in.

Width: 77.2 in.

Tail swing overhang: 0.6 in.

Contact your local dealer today for more information and to arrange a demo, or visit DoosanEquipment.com and click on Crawler Excavators.

GET A MORE PRECISE READING OF EVERY POUND YOU SCOOP

DOOSAN NOW OFFERS THE TRIMBLE LOADRITE L3180 SMARTSCALE

Now there's an even better way to optimize loadout and track productivity and prevent overloading. Doosan offers the latest loader scale from Trimble as an option on select wheel loaders.

Adding the LOADRITE® L3180 to your Doosan® equipment creates:

- **SMARTER WEIGHING** – New weighing intelligence offers more precision in a wide range of conditions by adjusting for rough terrain, operator technique and machine movement. The system also features digital CAN-bus sensors for noise immunity and ground slope compensation.
- **SMARTER DATA MANAGEMENT** – In-cab key performance indicators (KPIs), including ton/hour, tons and truck count, enable operators to monitor performance and achieve daily targets. Trimble's cloud-based InsightHQ quarry reporting portal enables access to site production and operator performance KPIs on desktop or mobile devices.
- **SMARTER INTERFACE** – A 5.7-inch touchscreen display is twice the size of previous-generation scales. Colorful graphics, cleaner interface design and the new touchscreen allow for faster menu navigation and interaction. New loading information details, including customer and product for each job, can be customized on the interface by each operator to match their workflow, making it easier to see the right information for maximum productivity.

The Trimble/Doosan alliance makes the ordering process easier for contractors and aggregate producers. For more information, visit your Doosan dealer.

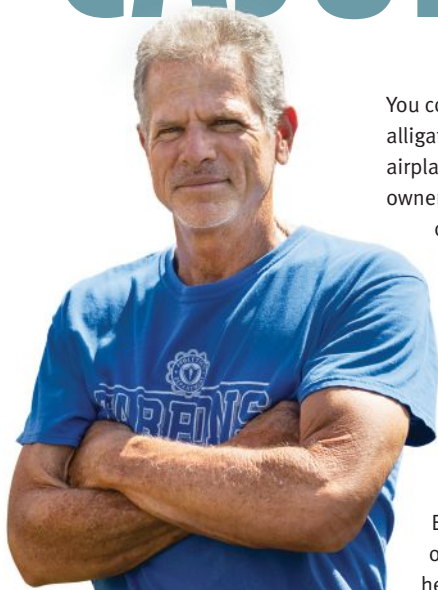
To locate a nearby dealer, visit:
DoosanEquipment.com/LocateMyDealer



BUSINESS: Savoie Alligator Farm
IN BUSINESS SINCE: 1989
LOCATION: Cut Off, Louisiana
DOOSAN MACHINE: DX300LC-5 SLR crawler excavator
DOOSAN DEALER: Duhon Machinery



CAJUN RENAISSANCE



You could call Jerry Savoie a motorcycle drag racer, alligator farmer, cattle rancher, boat launch owner, airplane pilot, entrepreneur or Doosan® equipment owner – and you’d be right each time. Jerry takes on no debt for his business, builds everything himself and is proud to be part of the Bayou Lafourche community in southern Louisiana. Based on all that, you’d probably call him an interesting guy.

“That’s what everybody tells me all the time – I don’t get it,” Jerry says.

Even at 60, Jerry doesn’t have time to reflect on his accomplishments. He has hay to bale – he’ll probably be up all night doing it.

Then in the morning he has to catch a flight to his next National Hot Rod Association (NHRA) race.

150,000 ALLIGATORS

Jerry Savoie has been alligator farming since 1989. He started when a friend of his got into the business, and Jerry thought it looked like a good way to make a living.

What does alligator farming look like? Picture buildings resembling chicken houses, only full of thousands of prehistoric lizards in pens with about three feet of water. Jerry raises them from eggs to about four feet long on a diet of a dry supplement that Jerry describes as “like dog food.” Once they reach that size, he harvests them for their meat and



THE MAN



Jerry Savoie (left) and Duhon Machinery sales specialist Rusty Vosburg.

their skin. The skin is the most valuable part – it is inspected and then sent to buyers in Europe to be made into luxury boots, purses, wallets and other goods. In addition, Jerry works with Louisiana State University to help perform research on alligators.

Getting the eggs is the tricky and dangerous part. It involves collecting the eggs directly from a wild alligator nest. First the required contract is signed between Jerry, the landowner and the state of Louisiana. During an intense, five-week period in mid-summer, a commercial helicopter pilot takes Jerry or one of his employees over the swamp to spot alligator nests and record their GPS coordinates. After they have several nests

marked, Jerry sends out crews in airboats (he owns 15) to find the nests and collect the eggs – which are sometimes being protected by a female alligator. Once the eggs are back at Jerry's farm, he puts them in an incubator, where they hatch in about 60 days. Jerry releases approximately 10 percent of the hatched alligators back into the wild to help maintain the alligator population.

STAYING ABOVE WATER

"We're in a flood zone down here," Jerry says. This is one of Jerry's typical understatements. Water surrounds southern LaFourche Parish, and the land is about as waterlogged as a dish sponge.

"If you're from up north you have dirt everywhere," Jerry says. "The land is so low down here, you're just constantly trying to build it up."

Jerry uses his Doosan DX300LC-5 SLR (super-long-reach) crawler excavator with a bucket to mine dirt on the areas of his property where the water level is lower, which he then transports to lower-lying areas and grades for foundations for new structures on his farm. He purchased the Doosan excavator from Duhon Machinery in St. Rose, Louisiana. Duhon Machinery has been serving customers in the New Orleans area for 50 years.

continued on page 8



But even on the more stable areas of Jerry's property, the soil just one cut below the surface is too unstable to support the weight of a crawler excavator unless he lays down a swamp mat, a temporary timber platform. That's why he appreciates the nearly 23-foot-long DX300LC-5 SLR excavator arm.

"With an excavator that has a short stick, you make your first cut, and then you mat down in there, and then you make another cut and throw the dirt up," Jerry says. "Well, with the super long reach – man, you don't have to do none of that."

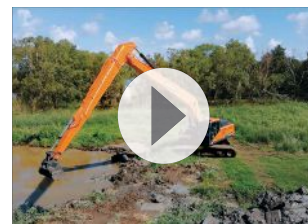
Jerry also uses his DX300LC-5 SLR as a tool in his fight to keep his land from turning into swamp. Several drainage ditches carry rainwater from his low-lying land to the surrounding swamp. He uses the excavator to clear these ditches of debris so that the water in the ditch can run off unimpeded. The excavator has a maximum digging depth of 45 feet, which efficiently clears the debris.

Jerry owns a Komatsu excavator, so before buying the Doosan® super-long-reach machine, he checked out two other excavator brands.

"I demoed a Caterpillar and a Komatsu, and the Doosan excavator had way, way more power than the other two brands," Jerry says. "It's just so much more efficient."

He has plans to use his Doosan excavator to build up the bulkhead of a boat launch on his farm property that's used by fishing, oyster and shrimp boats. He also plans to use it for some work on his cattle pasture. And as a private pilot, Jerry is hatching a plan that most people would probably consider a huge undertaking, but that Jerry makes sound like just another day of work.

"I'm fixing to build me an airstrip with that excavator," Jerry says. "I'm fixing to dig a bunch of dirt and build up the land and crown it, so the water can drain off, and build me an airstrip."



See Jerry's super-long-reach Doosan excavator in action: DoosanEquipment.com/Savoie

JERRY'S SIDE GIG

Jerry Savoie is an alligator farmer and cattle rancher – and also a motorcycle drag racer. Jerry raced when he was a kid and then quit when he was 20. He didn't ride a motorcycle again for 32 years, until at age 52 he decided to pick up the sport again.

"As a kid I was a halfway decent rider, and I just wanted to see if I could go with the best of them," Jerry says. "And we did pretty good."

Jerry did more than "pretty good." Five years after resuming drag racing, Jerry and his team, White Alligator Racing, were the 2016 National Hot Rod Association (NHRA) Mello Yello Pro Stock Motorcycle Champions.

"Back home, I raise alligators. People around the world know me, and all the big companies want my skins because we don't cut corners and we deliver a great product," Jerry said at the championship banquet, as reported by the motorcycle racing publication CycleNews. "I don't think I'm better than the rest; we just do things the right way. That's the same with racing. I always feel like others can do this just as well as I can, but then you watch them come out and not succeed. I'm just an old country boy, and it still doesn't sink in that I can be successful at my age. It just proves that if you surround yourself with good people, good things will happen."



Photo credit: Jack Korpela. Visit the Cycledrag YouTube channel to view video interviews with Jerry Savoie.



CHANCE ENCOUNTER PAYS OFF IN A NEW PRODUCT FOR TIMBER MILL

BUSINESS: Alstat Wood Products

IN BUSINESS SINCE: 1985

LOCATION: Du Quoin, Illinois

DOOSAN MACHINES: DL250TC-5 and
DL250TC-3 (two) wheel loaders

DOOSAN DEALER: Bobcat of Marion

Through one conversation from a stranger, Alstat Wood Products of Du Quoin, Illinois, discovered its largest business line.

"We had an individual pull into our sawmill one day – I think it was 2006 or 2005," says Daniel Alstat, owner of Alstat Wood Products. "He asked my dad how long of a product he could saw. Most mills are set up to cut 15-foot material. And my dad's mill just happened to be set up where he could cut a 24-foot log."

continued on page 10



Daniel Alstat

This lucky coincidence led to a lucrative business deal. Alstat Wood Products' highest-selling product at the time was railroad ties. The stranger was looking for a mill that could produce longer logs for use in timber mats. (Alstat Wood Products can now saw logs up to 30 feet.) Contractors use the timber mats to create temporary roadways that enable heavy construction equipment to reach areas without existing roads. To Daniel's knowledge, no one in his region was making the mats at the time.

That conversation led to an exclusive wholesale agreement between Alstat Wood Products and the company the stranger represented, a supplier near Chicago. The business relationship has been going strong for almost 20 years.

To get its wood, Alstat Wood Products mostly contracts with local logging crews who work on private land in the forests of southern Illinois.

"We're looking for oak, hickory, ash, maple; basically anything with a leaf," Daniel says.

For building the timber mats, operators in two Doosan® DL250TC wheel loaders will unload trucks of rough logs in the mill. The mill then grades the logs to a uniform size and saws them from eight to 30 feet long, depending on the specific needs. An operator in a third DL250TC will take the logs, which are now in the shape of uniform blocks, out of the sawmill. He'll place the desired width of blocks onto a drill, where they are drilled and bolted into mats.

NEW BUSINESS LINE LEADS TO NEW EQUIPMENT

Timber mats almost immediately became lucrative for Alstat Wood Products. In fact, in 2008, Daniel's father bought a new saw mill and a new wheel loader to handle the increased production. The company expanded and added four more wheel loaders, although none of the machines were Doosan models.

Eventually, a sales specialist with Bobcat of St. Louis noticed

Alstat Wood Products' growing fleet of wheel loaders and asked Daniel if he would like to try a Doosan DL250TC-3 wheel loader.

The tool carrier (TC) iterations of the popular DL250 wheel loader provide operators with enhanced visibility to the attachment area. A parallel-lift linkage allows operators to more clearly see the attachment and the material they're lifting. A good application of this feature is when operators use a bucket to load wood into a horizontal grinder to be processed into a smaller product.

A hydraulic quick coupler simplifies changing attachments on the Doosan machines. Operators inside the DL250TC wheel loaders can easily transition from a bucket for loading wood to a pallet fork to lift and carry logs.

After testing the Doosan machine, Daniel was impressed with its fuel economy.



"The DL250 is actually one size class above the wheel loaders we always had," Daniel says. "We get better fuel consumption on the Doosan machine than what I was getting on the smaller machines I owned from those other brands."

That fuel savings matters to Daniel, who says he notices the difference in his expenses.

"For my machine to run all day and use less fuel, and to add that up over a year, it was big for me," Daniel says. "It turned into a big savings in fuel consumption."

Daniel buys his oil and filters from Doosan, and his on-staff mechanic does maintenance on the machines, which he says is easier with the Doosan wheel loaders.

"When I open the side panels on the Doosan loader, I can actually stick my head in and look around and see the filters," Daniel says. "Everything is easy to get to. When you open some of the other wheel loaders, you can't tell where the machine stops and the door begins. It's all smashed in there."

Since purchasing his first DL250TC-3 in 2014, Daniel has bought two DL250TC-5 wheel loaders from the local Doosan dealer. And he says he's has noticed differences in the DL250TC-5 machines compared to his DL250TC-3.

"The newer model has some improvements," Daniel says. "It's a little bit quicker. A little snappier."

Daniel says he's been happy with his machines, and he'll be considering Doosan when he goes to buy more. Especially

because of the service he has received from his salesperson. "He always seems to go that extra little bit to make sure that you're happy," Daniel says. "That may not always be the bottom line of what somebody wants, but if you can walk away feeling like they're trying to do their best to make things right for you, it makes you feel a lot better. It definitely makes you want to come back and buy a second machine and then a third machine from them."

Visit the [Wheel Loaders page](http://WheelLoaders.page) on DoosanEquipment.com to learn more about Doosan wheel loaders.

STAYING FLEXIBLE

Alstat Wood Products sells railroad ties, pallet material, sawdust, timber mats, mulch and firewood – pretty much any wood product other than furniture lumber. Experience has taught Daniel Alstat that his timber mill needs to be able to adjust its outputs depending on market demand.

"If one product slows down, I can concentrate more on the product that's not falling down at that point," Daniel says. "What the customer needs at that moment tops everything else, and then you switch to something else for awhile."



RAILROAD TIES



PALLET MATERIAL



SAWDUST



MULCH



TIMBER MATS



FIREWOOD



SAFETY FIRST, QUALITY ALWAYS

St. Augustine, Florida, is lovingly known as The Ancient City. Residents enjoy a richly cultivated historic district and significant landmarks. It has maintained its integrity and looks almost identical to the way it did 30 years ago – with the help of people like Arthur “Artie” Allen and his crew at A.W.A. Contracting, Inc.

“We try to keep the city looking like it was originally built,” says Artie Allen, owner of A.W.A. Contracting. “We complete a lot of maintenance contracts for St. Johns County, Putnam County and Marion County, among others. This includes road repairs after major storms, DOT fast-track jobs, minor bridge decks, box culverts and installing underground utilities. We’re on call 24/7.”



Arthur Allen

Artie had an interest in construction from an early age, inspired by his father’s work for the Florida Department of Transportation (DOT). He started out as an inspector while his father was still working, but quickly realized his passion was elsewhere.

“My dad was a state engineer and I kind of liked what he was doing; I just didn’t want to be an engineer,” Artie says. “I wanted to build things. I took my

college money and what little bit we had back then and started my own company.”

That was more than 30 years ago, when Artie was only 21 years old. Today, his company employs 22 individuals who all live by the same mantra: “Safety first, quality always.”

OWNING THE WORK

With his strong ties to the Florida DOT, it was a natural fit for Artie to



BUSINESS: A.W.A. Contracting, Inc.

IN BUSINESS SINCE: 1987

LOCATION: Jacksonville/St. Augustine, Florida

DOOSAN MACHINES: DX350LC-5, DX140LC-5 and DX140LCR-5 excavators, DL220-5 wheel loaders (two)

DOOSAN DEALER: Bobcat of Jacksonville

take on maintenance contracts with various counties across northeastern Florida. While on a job, Artie and his crew take great pride in ensuring the safety of the people who live in the neighborhoods they're working in. They also firmly believe in doing the work right the first time. As a former inspector, Artie holds his crew accountable.

"Owning the job just means you're putting a part of you out there in that neighborhood or commercial site, and you want to do the best you can. We see it as ours," Artie says. "When the county does their final

inspection and they accept it, we're proud to say that we did that. That's why we like doing things right the first time."

In order to maintain such high standards, A.W.A. Contracting requires powerful, reliable equipment that is capable of operating in close proximity to residential homes. Around two years ago, Artie was in the market to add to his traditionally Caterpillar-filled fleet. Then Bobcat of Jacksonville stepped in and gently encouraged Artie to demo a piece of Doosan® equipment.

"He had to work pretty hard on me to demo one because I've always been a Caterpillar guy," Artie says. "But we just figured we'd give it a try. What really sold me on the excavators is that Doosan has great visibility out of the back."

TRYING NEW THINGS

A.W.A. Contracting owns about 23 pieces of equipment across a variety of brands. Artie purchased his first Doosan excavator – a DX140LC-5 – while on a piping job. Not long after, he added two DL220-5 wheel loaders and DX350LC-5 and DX140LCR-5 excavators with the help of Bobcat of Jacksonville.

continued on page 14



“Good service from the dealer is very important,” Artie says. “Bobcat of Jacksonville is good on a personal note and a business note. We know the owners and the salesmen. They’re very good to us.”

His DX350LC-5 proved instrumental in a 60-inch pipe redo, where his company completely replaced failing stormwater pipes from the 1970s. This is an ongoing problem many communities around the United States are dealing with now or will in the near future. By 2020, the average age of these underground pipes will hit 45 years, closing in on the end of their useful life. But with the help of companies like A.W.A. Contracting, many of these projects are being taken care of quickly and efficiently.

“The DX350LC-5 gives us the movability and the strength that we need to accomplish what we’re doing,” Artie says. “They’ve given our company a boost and let us expand a little bit and go to other counties, so we’ve been able to put Doosan equipment on those jobs.”

FULL SPEED AHEAD

Despite owning and operating a successful construction business, Artie hasn’t let other passion projects slow down. In fact, he’s racing towards the finish line – literally. Artie and his brothers first discovered their love for the fast lane as teenagers.

“We went to local drag strips, BMX bike racing and motocross racing,” Artie says. “When you’re 18, your dad didn’t get to tell you no!”



Left to right: Ed Porter, Arthur Allen, Tim Stokes and Justin Barlanti. Ed, Tim and Justin work for Bobcat of Jacksonville.

Artie took a breather from racing when he first started A.W.A. Contracting, but he discovered offshore boat racing in his late 20s. He raced his boat, Liquid Sugar, for two years before committing himself to drag racing. He and his brothers built their first dragster and hit the ground running. They’ve built more cars from scratch and also customized both new and used cars. Today, Artie has custom dragsters built for him in Indianapolis.

“These are 260- to 275-mile-an-hour cars,” Artie says. “You can run nitro and blown alcohol gas, and they can compete against each other. I also got my daughters involved with junior racing, and that’s been a lot of fun with them.”



OVERCOMING ADVERSITY

Artie and his brothers avidly raced up until 2007, but they had to take a break when the 2008 recession hit, which had an especially hard impact on Florida.

“Things got a little tough there for the construction industry, so we wouldn’t be out racing and spending a lot of money,” Artie says. “We went from about 63 employees to about 12. But we managed through it, and now we’re pulling it all back together.”

Artie credits his successful rebound to selective spending and ensuring his debts were paid. In recent years, it’s been common for A.W.A. Contracting to complete anywhere from 130 to 150 jobs in a year. But, from 2005 to the end of 2008, that number had dwindled to about 50.

“We had two major jobs that really carried us through those three years and let us pay all of our equipment off,” Artie says. “That’s how we were able to survive from 2009 until three years ago. Everything was paid for. I bought no equipment, no trucks. We just kept everything going and got what we got and made the best of it.”

Artie and his team overcame the struggle and have set themselves up for future success. Using Doosan equipment, they’ll continue to keep northeastern Florida beautifully maintained with every project.



Watch Artie Allen’s Doosan equipment at work on a recent infrastructure project. Visit DoosanEquipment.com/AWA



COMFORT IS KEY

In the construction industry, it’s not unusual to be operating equipment for 10 hours at a time. Which is why Artie Allen, owner of A.W.A. Contracting, Inc., and his crew value both comfort and quality when it comes to the equipment they choose.

“The Doosan excavator is more comfortable to me,” Artie says. “And it has an air ride seat rather than an adjustable spring ride. It’s the little quirks that the guys like. You’re in that thing 10 hours a day – you want to be as comfortable as you can.”



AN AUTO WRECKER'S ONE-STOP PARTNER

BUSINESS: Apex Recycling Services

IN BUSINESS SINCE: 1997

LOCATION: Fairmont City, Illinois

DOOSAN MACHINES: Doosan DX225MH-5 material handler, DX225LC-3 crawler excavator

DOOSAN DEALER: Bobcat of St. Louis

Chris Ahring founded Apex Recycling Services in 1997 with a one-ton truck, a storage unit and an idea: to focus his business on buying automotive cores from local auto wreckers and reselling them to parts purchasers. After more than 20 years, he is staying true to his vision while diversifying and growing strategically to position his company to be the wrecker's best possible partner.

Apex Recycling Services is located in the St. Louis suburb of Fairmont City, Illinois, and includes a 40-acre yard, 170,000 square feet of warehouse space, and 12 loading and unloading docks. Recent investments by Chris and the company include 20 more acres of land (doubling the yard from 20 to 40 acres), a new steel service line and a Doosan® material handler.



Clete Kaemmerer (left) and Chris Ahring

“The bigger auto wreckers, smaller auto wreckers, salvage yards and recycling companies – they don’t have to sell their catalytic converters to a converter buyer; they don’t have to sell their nonferrous metal to a nonferrous buyer or their steel to another buyer,” Chris says. “They can sell it all to us. We’re a one-stop shop; they can deal with one customer.”

ADDING A NEW SERVICE LINE

Chris started his business buying components from auto wreckers: alternators, starter cores, catalytic converters, harness wires, aluminum wheels – essentially everything on a scrapped car other than the car body.

“I started with a one-ton truck, going directly to the yards and buying there,” Chris says. “A lot of these yards now ship direct to us, and we spot the equipment there at their site. We still offer that service. We still have trucks that run the road. I have buyers that travel and buy at their facilities, but it’s just something that has evolved over the last 20 to 22 years.”

In 2002, to accommodate his company’s growth, Chris purchased 20 acres of land immediately across the Mississippi River from downtown St. Louis and near two major highways. Then, in 2012, Chris decided to add steel recycling to Apex Recycling Services’ offerings. That proved

to be a success, so in 2016 he purchased an adjacent property that doubled his acreage and gave him rail access. Chris says the expansion opened the doors for him to begin sourcing steel from demolition contractors.

Apex Recycling Services was previously using crawler excavators to stockpile and transload the new influx of steel. While the excavators were serviceable, Chris thought a dedicated Doosan material handler with attachments would be a better, more efficient machine for the future of his recycling business. Chris says the visibility offered by the DX225MH-5 material handler’s fixed 4-foot cab riser makes the machine significantly more

efficient for some of his jobs. And the machine’s straight boom and droop nose arm assist with loading tasks.

“You can see from the top of the material handler a lot better than from the standard excavator that we were using,” Chris says. “Time is money. We can see down into these open-top gondolas a lot better. You can see the ground a lot better. If an operator makes a mistake loading and has too much on an axle or misses a piece of scrap left in the trailer because he couldn’t see down in it, and then he has to go back in and reload and unload – all of that costs money. You need to be able to operate as efficiently as you can.”

continued on page 18

Chris had purchased compact equipment from Clete Kaemmerer at Bobcat of St. Louis and had a good relationship with the dealer. When Chris decided to rent a material handler, Clete introduced Chris to Doosan. Chris, who called himself a “Caterpillar guy,” decided to take a chance on an unfamiliar brand and rent a Doosan® DX225MH-5 material handler. During the rental period, temperatures were very cold, and the Doosan machine proved its performance and reliability.

“The Doosan [machine] started every morning for us,” Chris says. “It ran great. I talked to other customers that bought other material handlers at that time, and a couple of them had problems starting. We had problems with our equipment running as well in our yard, but that Doosan [machine] had no mechanical issues. And the economics of it – it ran really well. It didn’t use a lot of fuel.”

Chris says the experience was “an eye-opener.” When he decided to purchase a material handler, Doosan was in the running. A customer of his who owned multiple pieces of Doosan machinery told Chris he wouldn’t buy anything else. At that point Chris, who owns multiple pieces of Caterpillar equipment, had a decision to make. He had experienced the performance of a Doosan machine firsthand and had heard a positive testimonial from someone he trusted. He also liked the service he received from Bobcat of St. Louis. Finally, despite his loyalty to Caterpillar, he could not ignore the performance of the Doosan machine. With those factors considered, Chris purchased the DX225MH-5 with a grapple and a magnet for his growing steel recycling business.

A WORKHORSE MACHINE

Apex Recycling Services is split into two yards: its original yard, which accepts all incoming retail and street traffic, and the iron yard. Material is constantly being loaded in and out of the yards.



The material handler is almost always in motion.

“All of our heavy industrial or big dealer accounts come into our new iron yard, and anything small and retail we keep at the old location,” Chris says. “We keep it separate so we don’t have retail guys and street traffic in our iron yard. The Doosan machine is used in both yards, eight to 10 hours a day.”

In the original yard, operators run the magnet on the DX225MH-5 material handler to separate ferrous metals from incoming material. In the iron yard, operators use the DX225MH-5 equipped with the grapple to place material into the charge box of Apex Recycling’s 950-ton stationary shear. Once the guillotine-like shear has cut the steel to spec, the material handler loads it into a rail car or truck to be transported to a mill.

“The operators are really happy with the material handler,” Chris says. “They like that they can disconnect and reconnect the grapple and the magnet quickly. They like the raised cab because they can see how they need to load into the open tops or unload without missing materials.”

Chris’s operators run the material handler 50 to 55 hours a week and perform daily maintenance on the machine. He depends on the DX225MH-5 to hold up, because it’s become a vital part of his growing business.

“I can’t sell fast enough at times, but it all depends on the markets and processing,” Chris says. “If metal comes to the yard, it does not necessarily go back out in a 30-day period, but we are constantly loading material out. The loading and unloading goes on nonstop.”

Visit DoosanEquipment.com and click on the Material Handlers tab to learn more about Doosan material handlers.



FOCUS ON SAFETY

Apex Recycling Services owner Chris Ahring makes safety a priority. He says, “The company puts safety, health and well-being of our customers, employees and vendors first and foremost.” The company has partnered with a third-party safety and environment company – QualSafe Solutions – to help keep it accountable. According to Chris, the firm performs

quarterly audits to ensure that Apex Recycling’s facility is safe and that the company is properly following OSHA regulations. The firm is OSHA-compliant, and Chris says, “our facility has received exemplary status reports every quarter.” In addition, Apex Recycling employees are offered state-certified training safety courses from QualSafe Solutions.

BUSINESS: Native Environmental

IN BUSINESS SINCE: 2000

LOCATIONS: Phoenix and Globe, Arizona

DOOSAN MACHINES: DX350LC-5 crawler excavators (two), DL420-3 wheel loader

ARIZONA MINING'S GO-TO CONTRACTOR

Copper is one of the most common metals found in homes, businesses, even your smartphone. More than half of the U.S. copper output comes from Arizona mines. When mines need earthwork projects completed, they turn to companies like Native Environmental.

Native Environmental is led by Kimberley Riggs and has approximately 50 employees. It was founded in 2000 and has grown in the past 20 years to include offices in Phoenix and Globe, Arizona. The company completes approximately 300 projects each year.

"When a mine is required to expand or maintain their facility, they look to offsite contractors to come in and devote their resources to these special projects," says Chad Cecil, a senior project manager at Native Environmental. "That's the kind

continued on page 20





Chad Cecil

of niche that we're in. We'll come in and build something to assist them in their extraction process. We are unique because we already meet the requirements to work on mine sites."

Chad oversees Native Environmental's mining projects, including providing the necessary equipment to perform construction tasks. He has more than 20 years of experience managing construction projects and regularly travels to mine sites around the state to meet with customers and supervise construction projects.

Native Environmental's mining division performs heavy industrial and civil work.

"We will go in and do all the heavy earth work, grading and roadway construction," Chad says. "We've also done roadway construction where they're doing test drilling for future expansion. We do heavy civil work where we'll do loading haul to build the cofferdams for their tailings and disposal piles."

RIGHT-HAND MAN

On a project in 2018, through the extraction process, a mine had a lot of overflow water that was recirculated and reused. Eventually sediment accumulated in the settling ponds, and the mine hired Native Environmental to clean out the sediment deposits and haul them to a waste disposal field.

Another example of the company's mine support services includes increasing the size of cofferdams – structures that help hold a mine's tailings in place so the mine can continue processing them.

Native Environmental uses Doosan® crawler excavators to load material into articulated dump trucks to increase the cofferdam size.

In June 2019, Native Environmental operated a Doosan DX350LC-5 excavator and a DL420-3 wheel loader in combination at a mine site near Miami, Arizona. The equipment aided in the construction of a tailing processing facility for a copper mine.

"The project duration was three months," Chad says. "We built a 16-foot tall by 100-foot wide pad for a cyclone skid, and we used the equipment to excavate and place the material for pad construction. We have also excavated several trenches to place high-density polyethylene (HDPE) pipe that feeds the skid."

According to Chad, the cyclone takes a tailing slurry – a mixture of tailing sand and water – and separates the liquids from the solids through water pressure and a spinning process.

"The solids are shot out one end of the nozzle onto a pad for accumulation, and the liquids are piped into a distribution box for reuse," Chad explains. "There are approximately six of these cyclone nozzles mounted on a skid atop a concrete pad."

Further demonstrating the versatility of the Doosan equipment, Chad says the company has operated the excavator and wheel loader combination to construct haul truck fuel stations, build cofferdams, clean settling ponds and construct new exploration roads for Arizona copper mines.

"At the mine sites, everything is required to have a 6-foot berm adjacent to the haul road," Chad says. "We use the heavy equipment to build those berms quite often."

The Doosan DX350LC-5 crawler excavators come with a hydraulic quick coupler to easily transition between trenching buckets – 36 to 54 inches – or a hydraulic breaker. With Arizona's tough



soil conditions, buckets are paired with teeth to excavate the dirt. In hard rock areas, operators transition to the breaker to help crack the soil.

“The DX350LC-5 is the right size to do the jobs we need it to and to go from job to job cost-effectively,” Chad says. “We can get it on a trailer and move it without escorts.”

Native Environmental secured the equipment through the local Doosan equipment dealer at its Phoenix location, which is only about a mile from Native Environmental’s corporate office.

“It’s been a long relationship with the local dealer,” Chad says. “We’ve been working with the dealer since the inception of Native Environmental in 2000.”

During the company’s early years, Native Environmental relied on the dealer to provide it with vacuum excavators. When the dealer added Doosan construction equipment,

FOCUS ON SAFETY

Performing construction work on or near mine sites requires additional safety training. Native Environmental employees who operate heavy equipment are required to be MSHA-certified.

“Every site we go to, we go through a site-specific training,” Chad Cecil says. “Training is required for every piece of equipment that we get on. There are a lot of safety compliance items that you must be able to secure and comply with in order to do the work – it is specialized in that sense.”

A rearview camera mounted to the crawler excavator is advantageous for operators working on mine sites.

“You’re operating in tight quarters,” Chad says. “You can see where your tail swing’s coming, and it helps minimize damage to the equipment because you can see how clear you are for your tail swing. And it goes without saying how much more it increases the safety when backing up.”



the dealer persuaded Native Environmental employees to demo the machines. Any initial concerns about a brand they’d never heard of quickly disappeared once the Doosan machines were working.

“There is always concern with the unfamiliar,” Chad says. “Our salesman was instrumental in giving us the opportunity to alleviate the concerns that we had. Now, the dealer covers all our needs from the smallest excavator to a large one.”

For example, when Native Environmental needed to demolish a building for a copper mine, Chad rented a DX140LCR-5 from the dealership. He also used it for a large asbestos pipe removal project. Unlike larger crawler excavators, the DX140LCR-5 had a dozer blade on it. The dozer blade added stability and assisted in the machine’s breakout force.

“In trench backfilling, you’re able to basically go through and backfill and final-grade the entire site with one piece of equipment,” Chad says. “It’s as smooth as you can get; it’s very handy.”

Visit DoosanEquipment.com and click on the Crawler Excavators or Wheel Loaders tab to learn more about Doosan construction equipment.

PRODUCT SPECIFICATIONS



CRAWLER EXCAVATORS

	Operating Weight		Bucket Capacity Heaped, ISO/SAE		Rated Power Gross	
DX140LC-5	32,783 lb.	(14,870 kg)	0.48 yd ³	(0.37 m ³)	115 hp	(86 kW)
DX140LCR-5	34,987 lb.	(15,870 kg)	0.51 yd ³	(0.39 m ³)	115 hp	(86 kW)
NEW DX170LC-5	38,376 lb.	(17,407 kg)	0.86 yd ³	(0.66 m ³)	131 hp	(98 kW)
DX180LC-5	43,224 lb.	(19,610 kg)	0.92 yd ³	(0.70 m ³)	131 hp	(98 kW)
DX225LC-5*	52,086 lb.	(23,626 kg)	1.20 yd ³	(0.92 m ³)	166 hp	(124 kW)
DX235LCR-5	56,019 lb.	(25,410 kg)	1.20 yd ³	(0.92 m ³)	189 hp	(141 kW)
DX255LC-5	57,752 lb.	(26,196 kg)	1.44 yd ³	(1.10 m ³)	189 hp	(141 kW)
DX300LC-5*	68,764 lb.	(31,191 kg)	1.66 yd ³	(1.27 m ³)	271 hp	(202 kW)
DX350LC-5	80,689 lb.	(36,600 kg)	1.95 yd ³	(1.49 m ³)	286 hp	(213 kW)
DX420LC-5	94,799 lb.	(43,000 kg)	2.49 yd ³	(1.90 m ³)	345 hp	(257 kW)
DX490LC-5	112,203 lb.	(50,894 kg)	2.80 yd ³	(2.14 m ³)	380 hp	(283 kW)
DX530LC-5*	116,576 lb.	(52,878 kg)	3.13 yd ³	(2.39 m ³)	380 hp	(283 kW)

LC = Long Carriage LCR = Long Carriage Reduced Tail Swing * = Super-Long-Reach (SLR) option available

WHEEL EXCAVATORS

	Operating Weight		Bucket Capacity Heaped, ISO/SAE		Rated Power Gross	
DX140W-5	34,203 lb.	(15,514 kg)	0.73 yd ³	(0.56 m ³)	137 hp	(102 kW)
DX190W-5	43,431 lb.	(19,700 kg)	1.05 yd ³	(0.80 m ³)	174 hp	(129 kW)
DX210W-5	47,179 lb.	(21,400 kg)	1.12 yd ³	(0.86 m ³)	189 hp	(141 kW)

MINI EXCAVATORS

	Operating Weight		Bucket Capacity Heaped, ISO/SAE		Rated Power Gross	
NEW DX35-5	8,193 lb.	(3,716 kg)	0.13 yd ³	(0.10 m ³)	34 hp	(25 kW)
NEW DX42-5	9,555 lb.	(4,334 kg)	0.19 yd ³	(0.15 m ³)	43 hp	(32 kW)
NEW DX50-5	10,986 lb.	(4,983 kg)	0.20 yd ³	(0.15 m ³)	50 hp	(37 kW)
DX63-3	13,799 lb.	(6,259 kg)	0.23 yd ³	(0.17 m ³)	59 hp	(44 kW)
DX85R-3	18,960 lb.	(8,600 kg)	0.37 yd ³	(0.28 m ³)	59 hp	(44 kW)

WHEEL LOADERS

	Bucket Capacity Heaped, ISO/SAE		Tipping Load, Static Full Turn		Rated Power Gross	
DL200-5*	2.6 yd ³	(2.0 m ³)	18,620 lb.	(8,445 kg)	142 hp	(106 kW)
DL200TC-5	2.6 yd ³	(2.0 m ³)	16,625 lb.	(7,540 kg)	142 hp	(106 kW)
DL220-5*	3.0 yd ³	(2.3 m ³)	18,750 lb.	(8,505 kg)	160 hp	(119 kW)
DL250-5*	3.3 yd ³	(2.5 m ³)	21,186 lb.	(9,610 kg)	172 hp	(128 kW)
DL250TC-5	3.3 yd ³	(2.5 m ³)	20,723 lb.	(9,400 kg)	172 hp	(128 kW)
DL280-5*	3.7 yd ³	(2.8 m ³)	23,389 lb.	(10,609 kg)	172 hp	(128 kW)
DL300-5*	4.2 yd ³	(3.2 m ³)	29,939 lb.	(13,580 kg)	271 hp	(202 kW)
DL350-5*	4.8 yd ³	(3.7 m ³)	29,194 lb.	(13,424 kg)	275 hp	(205 kW)
DL420-5*	5.5 yd ³	(4.2 m ³)	35,550 lb.	(16,125 kg)	345 hp	(257 kW)
DL450-5*	6.3 yd ³	(4.8 m ³)	39,937 lb.	(18,115 kg)	345 hp	(257 kW)
DL550-5*	7.5 yd ³	(5.7 m ³)	47,675 lb.	(21,625 kg)	380 hp	(283 kW)

TC = Tool Carrier * = High-Lift (HL) option available

ARTICULATED DUMP TRUCKS

	Payload		Body Capacity* Heaped		Rated Power Gross	
DA30-5	61,729 lb.	(28,000 kg)	22.0 yd ³	(16.8 m ³)	375 hp	(276 kW)
DA40-5	88,185 lb.	(40,000 kg)	31.9 yd ³	(24.4 m ³)	500 hp	(368 kW)

* Without tailgate

LOG LOADERS

	Operating Weight		Swing Torque		Rated Power Gross	
DX225LL-5	68,784 lb.	(31,200 kg)	69,623 lbf.-ft	(9,626 kgf-m)	167 hp	(124 kW)
DX300LL-5	81,703 lb.	(37,060 kg)	87,787 lbf.-ft	(12,137 kgf-m)	271 hp	(202 kW)
DX380LL-5	113,538 lb.	(51,500 kg)	129,876 lbf.-ft	(17,956 kgf-m)	317 hp	(237 kW)

	Operating Weight		Bucket Capacity Heaped, ISO/SAE		Rated Power Gross	
DX225LL-5*	63,714 lb.	(28,900 kg)	1.2 yd ³	(0.92 m ³)	166 hp	(124 kW)

LL = Log Loader * = Roadbuilder configuration

MATERIAL HANDLERS

	Operating Weight		Max. Reach Ground		Rated Power Gross	
DX210WMH-5	57,200 lb.	(25,955 kg)	35'9"	(10,900 mm)	189 hp	(141 kW)
DX225MH-5	60,848 lb.	(27,600 kg)	35'5"	(10,800 mm)	166 hp	(124 kW)
DX300MH-5	79,366 lb.	(36,000 kg)	42'7"	(13,000 mm)	271 hp	(202 kW)

MH = Material Handler WMH = Wheel Material Handler

NOTE — Where applicable, dimensions are in accordance with Society of Automotive Engineers (SAE) and ISO standards. Specifications and design are subject to change without notice. Pictures of Doosan equipment may show other than standard equipment. All dimensions are shown in inches. Respective metric dimensions are enclosed by parentheses. Doosan Infracore North America, LLC, equipment is manufactured with a Quality Management System that is in compliance with ISO 9001:2008. All dimensions are given for the standard configuration unless otherwise noted.

Visit [DoosanEquipment.com](https://www.doosanequipment.com) for more product specifications.

OWN IT. THERE'S NO STOPPING IT.



**CAPABLE. DEPENDABLE. THE DOOSAN® DX170LC-5
HAS EVERYTHING YOU NEED TO BE UNSTOPPABLE ON SITE.**

Doosan® and the Doosan logo are registered trademarks of Doosan Corp. in the United States and various other countries around the world. © 2019 Doosan Infracore North America, LLC. All rights reserved.

MEET YOUR NEXT WORKFORCE AT
doosanequipment.com/DMWinter20

DOOSAN®